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2017
TOP 150
STANDINGS

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Widow Care

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PARTNER SPOTLIGHT

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FAIRWEATHER
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FEBRUARY 2018

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Make big changes in 2018 with a Home Renovation or Construction-to-Perm loan.

The new year has many folks resolving to go to the gym more often, but you might also have clients who, after a hectic season of hosting over the holidays, want to upgrade to newer or bigger home.

If your clients are looking for a new home but are having a difficult time finding something in their price range, you can save the day by suggesting they consider building new, bidding on a fixer-upper that needs updates, or even buying a foreclosure property that's in need of repairs.

A 203k home renovation loan can open the doors to listings that buyers can make updates and repairs to without having to expand their budget, because the financing is built in. Maybe the home they love appraised low – with a Renovation loan, they can finance the needed repairs or updates. And if your buyer wants to build a home to their exact specifications, a Construction-to-Perm loan can offer the perfect solution.

Renovation loans are allowed on specific types of properties: Most of your buyers can qualify for Renovation loans on a single-family home or 2-4 unit and mixed-use properties. Just be aware that an FNMA Homestyle loan can be used for second homes or investment properties, but the 203k loan does not allow these types of properties.

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Tina DelCasale

Senior Loan Officer

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▶ publisher's note

HELLO

Movers & Shakers of the DC Metro Real Estate Community!



Our team is **THRILLED** to bring you this twelfth edition of *DC Metro Real Producers*!

Can you believe it's already been an entire year since we launched? We can't, either!

Just twelve months ago, our publication was half the size, we had no clue if anyone would attend our first event, our sponsors were skeptical if this platform "would work," and agents were wondering, **"What the heck is this *DC Metro Real Producers Magazine*!"**

It is amazing to see how much an idea can transform in a 12-month period.

A quick story: When I was 18 years old, I was sitting in a conference and heard one thing that literally transformed my life forever. It helped take me from being a college student with no mindset training to earning over \$50K in my senior year at Alma College, and later building a six-figure business; it started a domino effect that has transformed my life.

I was in Dallas at Cutco's National Rep Development conference, and the speaker, Jon Berghoff, said:

"Every great achievement that has ever occurred followed a moment when an individual allowed a perception of themselves to precede reality."

Think about that for a second: Every great achievement that has ever occurred...followed a moment when an individual (like YOU) allowed a **Perception** of themselves, to **Precede** reality. If you've got big goals for 2018, don't wait for Reality to prove you can achieve them. Twelve months from now, our entire world—your entire business—your entire life could be completely transformed. Don't wait for **REALITY** to prove it!

One year ago today, we didn't have a magazine, we didn't have any "social proof," we didn't have any readers. And we also didn't wait for reality to prove we could make it happen.

The life you live today may be completely unrecognizable to the person you become by 2019, but the question to ask yourself (and ideally write down the answers to), is:

WHO DO I WANT TO BE ON JANUARY 1, 2019?

Appreciation: They say, "What you appreciate, appreciates," so I wanted to take a quick second for some appreciation...

To all our sponsor partners who supported and funded this platform (and our events), **THANK YOU!** Without you, this platform wouldn't exist.

To anybody reading this—**THANK YOU!** Without you taking the time from your busy schedule to check out our publication, none of this would be possible!

And last, but definitely not least, a **GIANT** thank you to the entire team at N2 Publishing and the DC Metro Real Producers staff!

Looking forward to taking things up a notch in 2018!

With appreciation,



Kristin Brindley
Publisher DC Metro Real Producers
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- D. Griffin, October 2016

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ProTec Inspection Services

Inspecting to a Higher Standard

Nobody grows up with the dream of becoming a home inspector.

It's hard work with long hours. While helping people is satisfying, crawling through sewage or hot attics is hardly appealing. Having a home inspection company was more of a job than a business for most inspectors in 2007; with the real estate market in a tailspin, it wasn't even much of a job.

ProTec Inspection Services was established in 1986 by Rob Hopkin, who eventually persuaded his wife Michelle to use her many talents to take on the role as the sole office administrator. After 20 years, Rob was widely regarded as one of the top inspectors in the area, they were providing a quality service that they were proud of, and they were hemorrhaging money. Credit cards were maxed out, the line of credit was at the \$25,000 limit, and the mortgage payment was almost due. They were going to lose the house in mere months. With seven children to feed—the pressure was on.

Rob and Michelle took action by cutting expenses to the bone. One recurring charge they noticed was a \$39 monthly fee for something called Mastermind Inspector Community (MIC). Apparently, Rob forgot that he joined this marketing group months before, and had a stack of unopened envelopes behind his desk to show for it. Here was a sure way to cut out a few dollars.

Rob decided to open the envelopes in case there was something that could be used before tossing. The envelopes contained several marketing ideas, along with two free tickets to a MIC event in Dallas. Rob and Michelle agreed to hold off on canceling the \$39 charge until after the event. He and Michelle would go, learn all they could, quit, and use what they learned to help stay afloat.

Business Coaching in Dallas was a turning point in their lives. After that first event, they went all in, signing up for a \$700 per month

coaching program, specific to home inspectors, with no idea how to pay for it. Only two short months later, they were completely out of debt. By the end of the year, ProTec had grown by more than 50%. In 2009, ProTec won the MIC \$10,000 award for the fastest-growing inspection company in the country.

Now coaches themselves, Rob and Michelle dedicate time giving other small, family-owned businesses throughout the country the tools to follow in their footsteps.

When it comes to the secret of growing a successful business, Michelle says, “We had to get our head around the fact that we don’t simply own a home inspection company. We own a marketing company that happens to do home inspections. That difference in mindset is a game changer.”

Developing the “ProTec Way” has helped Rob and Michelle grow ProTec into one of the largest inspection companies in the D.C. metro area, performing over 5,000 inspections each year. Since the advent of home inspections, inspectors have concentrated on finding the problems. While that’s important, it was always someone else’s responsibility to find solutions. ProTec is aiming to change the inspection industry by focusing on solutions.

ProTec quickly outgrew its beginning in the Hopkin family home; they now have 12 inspectors and over 26 employees. The majority are family members: sons, daughters, nieces, nephews, along with significant others and neighbors. One of the unexpected perks of working for ProTec is bringing your dog to work. Making the workplace fun creates happy and dedicated employees—those smiles transfer right through the phone. They offer a great service with a unique family feel, always keeping in mind the **mission of helping people.**

Their business is built on three core beliefs: First, **have a service heart.** Instead of looking for people wanting a paycheck, they hire people with a desire to make a difference. ProTec’s employees are inspired by helping people, have a thirst for knowledge, and are excited to be at the front line of a team that is changing an industry. Second, **family is the most important thing.** With only one child left living at home, the Hopkins value their time with her after work more than ever. They look forward to evenings coaching soccer, sneaking in a



round of golf, and those far-too-short weekend visits from their JMU freshman. ProTec’s quality service and convenient, one-stop shopping allow everyone more time to be at home with their families. Third, **everyone deserves a home.** Inspectors are taught that every home, regardless of the condition, is the perfect home for someone. By taking a charge-neutral approach and finding solutions to problems wherever possible, clients are able to make the choice that’s right for them. With these beliefs in mind, ProTec inspectors have a unique pride in their jobs.

While nobody grows up wanting to be a home inspector, everyone wants to work for ProTec.

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►► inspector insights

COMMON ELECTRICAL DEFECTS Found During Home Inspections

By Matthew Kauffman



The electrical system of a residential home has more rules and codes than any other system. And rightfully so. Electricity is inherently dangerous, especially to folks who are unfamiliar or lack proper training in working with electricity. The following are the most common defects found during home inspections—and they are easily remedied.

Electrical Service

There are two types of service entrances for power as it enters the home—overhead and underground. Overhead entrances are typically found on older homes and, as such, there are more problems with them than with underground entrances. Most are age-related and simply require updates. Poor penetrations where power enters the home (typically through the roof) are common. Electricity and water don't go together well; if not dealt with promptly, it can create a shock hazard, as well as deteriorate other components of the electrical system. Deteriorated wiring or sheathing is another issue commonly found and is also due to age. As the materials wear from inclement weather and sunlight, they break down and will need repairs. The good news is this usually a simple repair by an electrician and can typically be completed for less than \$800.

Distribution Wiring

Distribution wiring has to do with power as it travels around the home via the wiring system. Often times, there are joints in the system, known as splices or connections, that are required to be made in what is called a "junction box." All too often, however, they are found out in the open without a box—or the box is there and is missing the cover plate. Wires in these connections normally have power running through them. If not protected by a box and cover plate, they can pose a serious shock hazard. These are two of the most common defects and will be reported as needed repairs. Again, the good news is that they are easy fixes. Depending on the number of occurrences, you can expect an electrician to charge \$100-\$200 for repair.

Matthew Kauffman is an Inspection Manager with Top to Bottom Services, LLC—a Certified Home Inspector and MD/VA Licensed Inspector. For help with all your home inspection questions, Matthew and Top To Bottom Services can be reached at 301-938-9100 and by email at customerservice@ttbservices.com.

JANE FAIRWEATHER

QUEEN OF REAL ESTATE



Doing something for a long time doesn't necessarily make one an expert, but doing that thing consistently well for a long period of time certainly does. In some regards, it makes one a legend.

Jane Fairweather is a legend in her own time. Licensed as a real estate agent in 1985, she has 32 years under her belt, with a career volume of over \$1 billion.

CORONATION IN THE MAKING

Fairweather didn't set out to be in real estate, but it seems she was meant to be.

Growing up in Silver Spring, Maryland, and Richmond, Virginia, she graduated from college with a degree in history and political science and did some graduate work in business administration. She began investing in real estate along the way, but was working as a partner in a management consulting firm in D.C.

Fairweather married her husband, David, and they started a family, causing her to rethink her travel-heavy career. "One night, David woke up at three in the morning and said, 'You're going to get your real estate license,'" she recalls. "I said, 'We'll do it together,' and we did."

Today, the Fairweathers are both with the Jane Fairweather Team, of Coldwell Banker, where David heads up the Property Management division of the Fairweather Collection.

Running her own business is second nature to Fairweather. "Even as a small child, I always saw myself running a business," she recalls. "This was interesting because choices for women at the time seemed to be librarian, teacher, secretary, or nurse." Fairweather recalls being blessed with great family, female role models! "My mother was a successful business-woman who ran her own arts and crafts store." Her two sisters were also successful businesswomen.



EARLY REIGN

For each of the first 20 years in real estate, Fairweather says, "I always thought about the areas of knowledge I'd like to acquire that year." She never thought she "knew it all." She hired a business coach early in her career to teach her how to sell, how to hire and train her team, and how to deliver excellent customer service.

"I always looked for those who were doing more than I was doing," she says. "I looked for masterminds, groups to join, and other top producers to mentor me."

Always wanting to grow, she'd ask herself "what do I need to know to become better? One year, my goal was to build prospecting skills, so I concentrated on that all year until it was second nature."

SAGE ADVICE

Even now, as a top producer, Fairweather is seeking to learn and grow, believing that, "In order to not become complacent, one must always be learning and searching for the next level of excellence. It's a conscious decision."

Often, people let fear of failure get in the way of growth, but Fairweather has a different take. "Fear can be overpowering, but failure is not having the courage to try," she says. "Every time I fail, I learn something and get better at it."

Having reached the pinnacle of her career with this mindset, Fairweather understands her position as leader and mentor. "Leadership is modeling the behavior you want your team to follow. It's also about creating a vision that inspires them," she says.



“

Providing the best help possible is the ideal, but honesty with others is essential to Fairweather. "I'm known for telling the truth," she says. "I'd rather lose a listing than to lie about it."

As a mentor, Fairweather is generous with her counsel. "Don't do any work that's not income-producing," she warns. "Learn to delegate. This means you'll need to hire people to assist you. When you do, give them important tasks and trust they'll be done on time and in the manner you're expecting. It's about hiring the right people, giving them guidance, and allowing them time to learn their job and grow professionally."

After many years in the business, Fairweather can offer sage advice on one of the biggest challenges in real estate, which she says is "finding a life outside your business." She encourages other agents to "create a life, a semblance of normalcy for yourself." She continues, "We're really working all the time, so you must work on creating a life. I plan my life in advance by calendaring time for myself and my family, so I work around my life, not the other way around."

ENJOYING A SUCCESSFUL REIGN

To Fairweather, "success is a sense of achievement." Far from being about money or things, she says, "it's the ability to self-actualize and create the life you want." Fairweather has been able to create a "wonderful life" for herself and her family. "My two grown children and five grandchildren spend a lot of time together," she says.

The life she's living also includes a plenitude of friends and an active involvement in the community she loves dearly. Fairweather has held many positions on the Bethesda Chamber of Commerce. She's co-chair of the American Committee for the Weizmann Institute of Science for the Washington, D.C., region and chair-



person and committee leader for various arts, entertainment, and metro improvement organizations, as well.

Having the opportunity to make a difference in other people's lives is what Fairweather considers most rewarding. This is true for her not only in terms of charitable and community work but in real estate, as well. She recognizes that a client usually sells

or buys a house for a reason, a change in life circumstances, and she aims to understand that reason in order to offer the best help.

Providing the best help possible is the ideal, but honesty with others is essential to Fairweather. "I'm known for telling the truth," she says. "I'd rather lose a listing than to lie about it. I tell the clients what they need to hear, even if it's not what they want to hear." The bottom line for Fairweather is authenticity. "I'm authentically who I am and my interactions are always authentic."

As for interactions with her team, they are likewise authentic, not to mention congenial. Fairweather believes that having fun is fundamental. "I'm passionate about mentoring the agents on my team and making this an enjoyable place to work," she says. "A happy team is an effective team. I want real estate to be as flexible a life experience as possible. In our office, we have an expectation that everyone will be professional and do a good job so we don't have to micro-manage."

Fairweather gives an example of the lighthearted culture of the Jane Fairweather Team. Known for having funny hats around the office, she and the team often don them, just for grins. "One time, I forgot I had one on my head and I went to a listing appointment," she recounts. "No one said a word, but my client kept glancing at the top of my head. Not until we toured the master bedroom and I caught a glimpse of myself in the mirror did I realize what was on my head! A crown!"

Mortified, she asked the client why he kept mum. His response was, "I always thought of you as the Queen of Real Estate, so I thought that's what you were trying to tell me!"

That client got it right. Jane Fairweather has certainly earned this superlative title—and corresponding crown.



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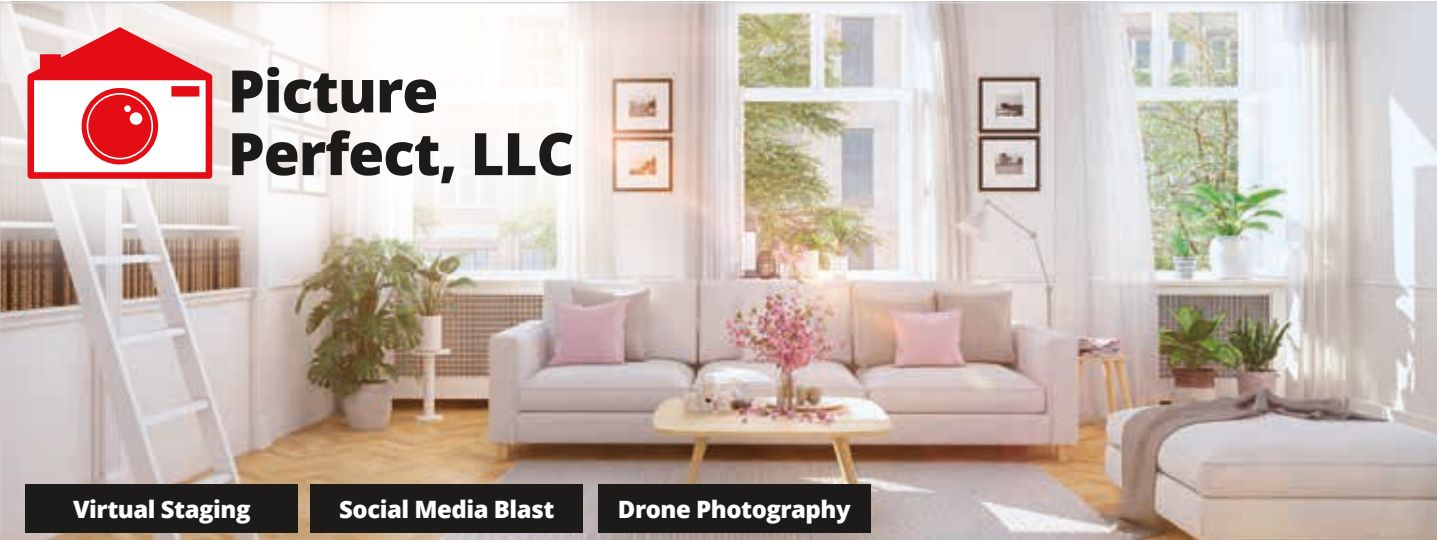
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WIDOW CARE

ERIC STEWART’S MISSION OF SERVICE

Eric Stewart, of Long & Foster Real Estate, has been a real estate agent for over 30 years, with a career volume of over \$1 billion and the designation within the top one percent of Realtors®. He has 18 team members, and offices in Maryland, Virginia, and D.C. He and his wife, Jeannette, are loving parents to five children: Andrew, Shelby, Dillon, Mary Catherine, and Juliette.

He’s a man who has accomplished much and is busy beyond belief, yet there’s something he’s passionate about besides his family and career. It’s something that’s been near and dear to his heart for most of his life. It’s his mission of service. And it’s called Widow Care.

“Widow Care is a place where widows and the widowed help each other through sharing experiences, finding resources and support, and looking toward the future,” says Stewart. “I realized there were few organized methods of connecting them to one another. I wanted to develop a website where widows and widowers could have a home—a place to connect.”

Stewart became connected to and impacted by the plight of widows when he was in college. An acting major at the University of Maryland, Stewart memorized and performed several books from the Old and New Testaments.

He recalls, “One verse was from James, where it’s mentioned that pure religion is to care for widows and orphans in their distress. The other story is about Ruth and Naomi, who were widows who cared for each other.” Stewart says that in studying these verses, it was “embedded in my psyche, my calling, to find a way to serve widowed individuals.”

After college, Stewart began his real estate career in 1987. After learning the ropes and attaining some success, he embarked upon a new endeavor—a radio show, which began in 2004. “The radio show began because I wanted to mix my acting and communication skill sets with my work in the real estate business, and because of my desire to teach the public how to approach the sale of their home and know how to interview a Realtor®,” recalls Stewart.

On the radio show, Stewart became a “seniors’ real estate specialist.” He discussed topics such as “how to age in place,” and “how to right-size your home.” Along the way, in radio and in his business, he helped many widows and widowers in their transition to their “new normal” with emotional support and assistance with practical needs.

A few years later, in 2013, Stewart attended a University of Maryland alumni event and spoke to a fellow alum about his



Christa Lewis (Secretary), Eric Stewart (Founder), and board members Reva Gambrell and Dave Gerber

desire to assist widows. The fellow alum had a similar passion to help orphans. Thus, the spark for Widow Care was born. “I hired her to help develop Widow Care, which ended up launching in 2014,” says Stewart.

“There are over 13 million widows and widowers at any given time in our country,” states Stewart. “In Montgomery County, alone, there are over 100,000.” Likely the most surprising statistic is that “35 percent of widows are under 45 years of age,” he points out.

Stewart sees Widow Care as a “facilitator of connections, with the purpose of providing a personal, high-quality service to connect widows with one another.” Stewart reflects that “the key is to make it as easy as possible for them to get what they need



connect, close to where they live.” Stewart continues, “With this site, we can build a community for widows to support each other.”

Now beginning its fifth year, Widow Care has big plans. It has just launched a private Facebook page and its first MeetUp group.

“There are many volunteer and donation opportunities,” says Stewart, adding that “the website has more information.” Building a quality website takes financial resources, which Widow Care always needs, along with volunteers to answer phones and emails, and assist with promotions.

The new year is sure to prove successful for Stewart in this charitable endeavor, as well as in his personal and professional life. To Stewart, success is like his favorite golf analogy: “If the ball is on the green or the rough,” he says, “picking out the right club and hitting the ball well is what produces results.”

It’s the formula he’s followed his whole life and one that’s served him well in caring for his clients, real estate team members, widows and widowers. Mission accomplished, Eric Stewart. Well done.



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ADAM CHASEN

It's not very often you meet a fourth generation Washingtonian like Adam Chasen of Weichert Realtors®. His roots run deep.

The name may sound familiar, as many in his large, extended family are involved in some aspect of real estate. In fact, before Chasen became a Realtor®, he had spent parts of his career in residential settlements and residential mortgage lending.

This experience with the real estate world enticed Chasen to become involved with buyers and sellers from the very beginning of the process to the very end—as a Realtor®. “My favorite part of being a Realtor® is the opportunity to help and advise people on likely the largest purchase or sale they will ever make,” relays Chasen.

He thoroughly enjoys the strategy involved in helping clients. “Practicing real estate is like a game of chess,” he relates. “There are countless strategies, and each can be used, but only in the correct situations.”

It's akin to being a problem-solver for his clients. “What makes a good agent is dealing with the problems that lie between the beginning and end of the process,” he says. “There will always be speedbumps on the road to success. My job is to keep the car on the road and successfully reach the final destination.”



Georgia and Adam Chasen



Attaining a volume of \$4.7 million in 2016, his first full year in real estate, Chasen was named Weichert Realtors® Rookie of the Year 2016. At the time of the writing of this article, Chasen was on track to reach \$7.5 million in 2017—quite impressive for only the second full year in real estate.

To Chasen, success is “a combination of meeting the goals I set and happiness with what I'm doing on a daily and long-term basis.” He works tirelessly every day to be remembered as “a hardworking, honest, strategic-minded agent who is always willing to go the extra mile.”

Indeed, going the extra mile is imperative in a competitive market like D.C. Chasen understands that in addition to an excellent work ethic, he can differentiate himself by maintaining consistent client service. Therefore, he relates, “I treat all of my clients with the same level of genuine service. From the million-dollar seller to the first-time homebuyer, each client receives first-class service with all the bells and whistles.”

Chasen enjoys the fact that in real estate, every day is different. He explains, “Every day is spent dealing with different personalities, different wants and needs. This keeps me excited and keeps the wheels churning in a fun and interesting way.”

Not that any day is typical, but an average outline of a day for Chasen looks a little like this: attending to work emails, computer and cell phone calls, reaching out and responding to various clients, prospects, and other third-party related contractors for scheduling and information, at least an hour a day prospecting for new business by being out in the community, a few hours of administrative work followed by research, and late afternoons and evenings spent in-person with clients.

In his off-time, Chasen enjoys time with his wife of three years, Georgia, and their dog. They look forward to growing their family in the near future, but meanwhile, there's no shortage of fun in their household. They enjoy cooking, eating great food, wine, games, and traveling the world. Chasen is especially fond of sports of all kinds.

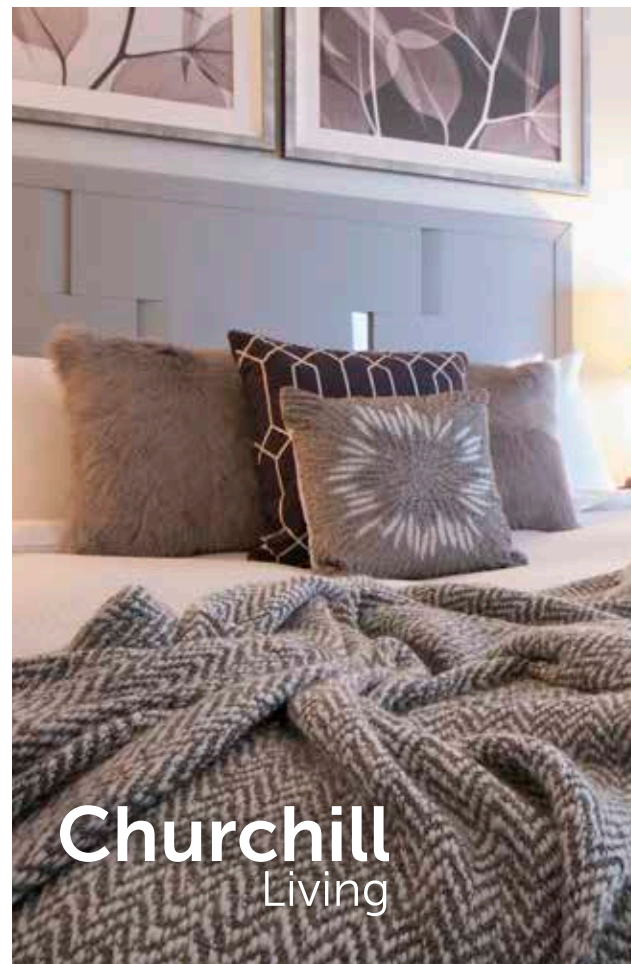
Also in his non-working hours, Chasen believes in setting roots in the community. He is an active member of Best Friend's Animal Society, which is near and dear to his heart. He also supports the Humane Society of Maryland, and is Co-Chair of the Aspen Hill Weichert Realtors® Rockville Men's Homeless Shelter dinner committee.

Creating such a booming real estate business right out of the gate is downright impressive. Chasen offers a bit of sage advice, which he also follows. “Do your homework,” he urges. “The more information you take in, the better you can strategize to help your clients.”

Keeping things in perspective and asking for guidance is equally important. According to Chasen, “Real estate isn't always easy. Don't be afraid to talk to other people who have more experience than you.”

Chasen is the first to admit he doesn't know everything. He's still learning and is continually seeking knowledge. “Experience and education are ongoing for me,” he states.

As he continues to grow his real estate business, assisting clients in his community, Chasen's roots continue to grow and spread, nourishing the community. His roots run deep.



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TOP BLOGGING QUESTIONS

I GET FROM REALTORS®

By Wade Vander Molen

QUESTION #1 “WHY DO I NEED A BLOG?”

I get feedback from Realtors® who think of a blog as a time consuming, but in reality, many don't understand WHY they should have a blog. A blog is an online platform that allows you to broadcast your vast real estate knowledge, what you do, how you do it, and why someone should work with you. Having a blog also allows you to share your digital awareness and content to your ideal audience. It's available 24/7 where most people spend their time looking for information...the internet. Ready to be shared on social media platforms like Facebook, Twitter, and LinkedIn. Content that is shared and syndicated has the power to reach thousands of people.

Another reason having a blog is important is to get your clients and prospects to subscribe and grow an audience and following. When your blog is updated with new content, your subscribers get an email saying you just posted something cool and they should check it out. It keeps you fresh, relevant, and valuable to your target audience.

QUESTION #2 “DOES THIS MEAN I HAVE TO BLOG EVERY DAY? I'M BUSY!”

Having a blog doesn't mean you need to be adding new content every single day. Adding new content on a somewhat regular basis is a must to have a successful blog, as your “readers and subscribers” list will fade if you create new content only on occasion. If your goal is to grow viewership and subscribers, I would set a goal of adding something new to your blog at least once a week. In terms of time dedicated to this task, I would block off an hour or so, depending on how seasoned you are at blogging. Taking a short period of time to create valuable content that is always available online can have long-term marketing benefits.

QUESTION #3 “HOW DO I GET PEOPLE TO READ MY BLOG?”

Viewership. The whole reason you have the blog. You need people to see it, find it valuable, and want to reach out to do business. How do you do that?

1. Post regular content to your blog. Once a week is good...more often is better.

2. Syndicate your blog to your social media channels (FB, Twitter, Instagram, LinkedIn, etc.)
3. Tell people to subscribe to your blog through your content or videos.
4. Offer a free item of value if someone subscribes. It will increase viewership.
5. Make sure your content is valuable information to your target audience and educates them (makes them smarter). If the content is boring, people won't read it.
6. Hyper-local. Create hyper-local content about where you do business and your customers live. Doing this over time will allow your blog to rank high in Google searches for these search phrases.

Blogging can add huge benefits to your real estate business. People spend their time looking for information online, and if you can be there adding value, it will result in an audience and clients.



Wade Vander Molen is the Director of Sales/Marketing for Stewart Title in the Northern Virginia/Washington D.C. area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new sustainable business model to help them grow their businesses. You can visit Wade at www.DCTitleGuy.com.

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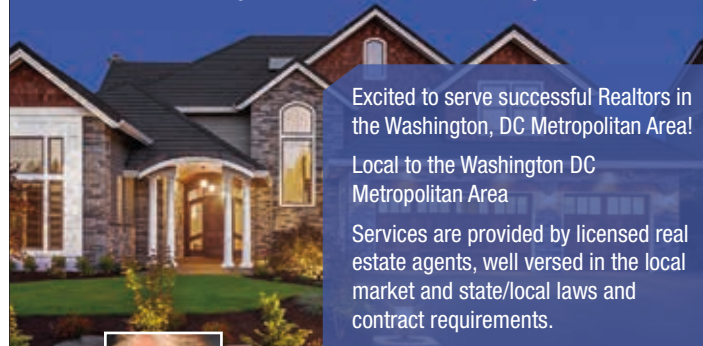


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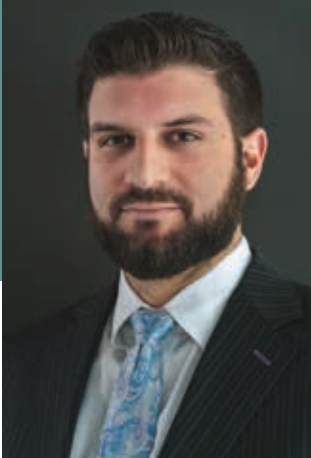
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Paul Coroneos is a Senior Associate at Foresters Financial Services, Inc., serving the DC-Maryland-Virginia area. Paul graduated from Roger Williams University with a BS in Financial Services.

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13-00577R

TOP 150 STANDINGS

Teams and Individuals Closed Date from Jan. 1 – Dec. 31, 2017

Rank	Agent	Office	List #	Sell #	Total #	Total \$
1	Nancy Taylor Bubes	Washington Fine Properties	60.5	32	92.5	\$215,503,300
2	Creig Northrop	Long & Foster Real Estate	322	13	335	\$200,957,994
3	Keri Shull	Optime Realty	112	165	277	\$193,841,054
4	James Coley	Long & Foster Real Estate	91	88	179	\$170,509,668
5	David Getson	Compass	63.5	163	226.5	\$163,255,890
6	Marc Fleisher	TTR Sotheby's International Realty	37.5	12	49.5	\$123,585,222
7	Michael Rankin	TTR Sotheby's International Realty	29.5	19	48.5	\$123,278,649
8	Phyllis Patterson	TTR Sotheby's International Realty	69	55	124	\$116,563,742
9	Sue Goodhart	McEneaney Associates	77.5	63	140.5	\$109,177,442
10	Jennifer Smira	Compass	75.5	62	137.5	\$102,285,150
11	John Kirk	Tower Hill Realty	202.5	3	205.5	\$97,741,070
12	Jennifer Walker	McEneaney Associates	63	76	139	\$91,532,445
13	Cynthia Schneider	Long & Foster Real Estate	109.5	64	173.5	\$88,059,265
14	Wendy Banner	Long & Foster Real Estate	43	33	76	\$87,855,267
15	Brian Wilson	Wilson Realty Group, Inc.	142	20	162	\$87,663,491
16	Jay Day	Real Estate Teams	137.5	57	194.5	\$85,779,525
17	Nurit Coombe	RE/MAX Elite Services	56.5	58	114.5	\$80,206,590
18	Nathan Guggenheim	Washington Fine Properties	53	59	112	\$77,552,385
19	Daryl Judy	Washington Fine Properties	28	23	51	\$70,707,214
20	Alejandro Luis Martinez	RE/MAX Elite Services	63.5	160	223.5	\$69,672,730
21	Kimberly Cestari	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	39	23	62	\$68,464,500
22	Dianne Van Volkenburg	Long & Foster Real Estate	28.5	17	45.5	\$68,246,950
23	Erich Cabe	Compass	33	43	76	\$67,613,350
24	Eric Stewart	Long & Foster Real Estate	67	27	94	\$66,290,586
25	Jane Fairweather	Coldwell Banker Residential Brokerage	52.5	23	75.5	\$65,765,290
26	Mark McFadden	Washington Fine Properties	17	6	23	\$64,219,100
27	Robert Hryniewicki	Washington Fine Properties	14	13	27	\$63,119,700
28	Lilian Jorgenson	Long & Foster Real Estate	44	12	56	\$62,017,964
29	Hans Wydler	Wydler Brothers	29.5	17	46.5	\$61,944,506
30	Piper Gioia	TTR Sothebys International Realty	21	11	32	\$61,579,900

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TOP 150 STANDINGS

Teams and Individuals Closed Date from Jan. 1 – Dec. 31, 2017

Rank	Agent	Office	List #	Sell #	Total #	Total \$
31	Christine Reeder	Long & Foster Real Estate	88	105	193	\$60,103,111
32	Barak Sky	Long & Foster Real Estate	51.5	39	90.5	\$59,274,439
33	Janet Callander	Weichert, Realtors	42	20	62	\$58,940,522
34	Russell Firestone	TTR Sotheby's International Realty	17.5	19	36.5	\$56,870,450
35	Michelle Yu	RE/MAX Town Center	60	21	81	\$56,369,607
36	Dana Rice	Compass	28	36	64	\$56,191,119
37	Michael Brennan	TTR Sotheby's International Realty	35	17	52	\$56,128,401
38	Tamara Kucik	Tower Hill Realty	71.5	39	110.5	\$55,494,744
39	Koki Adasi	Long & Foster Real Estate	39	60	99	\$55,162,146
40	Irina Babb	RE/MAX Allegiance	65	24	89	\$54,596,972
41	Melinda Estridge	Long & Foster Real Estate	32	45	77	\$54,125,900
42	Daniel Heider	TTR Sotheby's International Realty	12.5	29	41.5	\$53,078,645
43	Elizabeth Lucchesi	Long & Foster Real Estate	42.5	32	74.5	\$53,072,388
44	Brent Jackson	TTR Sotheby's International Realty	35.5	21	56.5	\$52,596,998
45	Marianne Prendergast	Washington Fine Properties	32	9	41	\$52,096,950
46	Billy Buck	William G. Buck & Assoc.	18	12	30	\$51,346,300
47	Marjorie Halem	Long & Foster Real Estate	35	23	58	\$51,220,542
48	Lauren Davis	Washington Fine Properties	14.5	13	27.5	\$50,369,000
49	Kimberly Casey	Washington Fine Properties	29	8	37	\$50,143,314
50	Trent Heminger	Compass	53.5	15	68.5	\$49,260,925
51	Kira Epstein Begal	Washington Fine Properties	23	33	56	\$49,119,850
52	Jennifer Thornett	Washington Fine Properties	10	8	18	\$49,012,500
53	Terry Belt	Keller Williams Realty	25.5	34	59.5	\$48,573,098
54	Christopher White	Long & Foster Real Estate	46.5	20	66.5	\$48,142,198
55	Carlos Garcia	Keller Williams Capital Properties	38.5	21	59.5	\$47,963,817
56	Chelsea Traylor	Redfin	76.5	2	78.5	\$47,908,676
57	Raymond Gernhart	RE/MAX Allegiance	39.5	59	98.5	\$47,627,137
58	Antonia Ketabchi	Redfin	5.5	57	62.5	\$47,570,315
59	Margaret Babbington	Compass	23.5	53	76.5	\$47,517,241
60	Joel Nelson	Keller Williams Capital Properties	38	23	61	\$46,969,431

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Rank	Agent	Office	List #	Sell #	Total #	Total \$
61	Nathan Dart	RE/MAX Realty Services	62.5	44	106.5	\$46,469,326
62	Tom Francis	Keller Williams Realty	24	12	36	\$46,369,500
63	Victor Llewellyn	Long & Foster Real Estate	62.5	34	96.5	\$45,244,400
64	Fouad Talout	Long & Foster Real Estate	12.5	17	29.5	\$45,059,900
65	Thomas Faison	RE/MAX Allegiance	38.5	9	47.5	\$44,964,886
66	Barbara Beckwith	McEneaney Associates	23	8	31	\$44,860,650
67	Roby Thompson	Long & Foster Real Estate	27	24	51	\$44,380,150
68	Jonathan Taylor	TTR Sotheby's International Realty	10	8	18	\$43,998,688
69	Elaine Koch	RE/MAX Metropolitan Realty	53.5	20	73.5	\$43,970,149
70	Lois Watts-Venners	Eastbanc Marketing, LLC	24	0	24	\$43,065,020
71	Tyler Jeffrey	Washington Fine Properties	14	53	67	\$42,845,535
72	Lisa Dubois-Headley	RE/MAX By Invitation	35.5	22	57.5	\$42,414,400
73	Dean Yeonas	Yeonas & Shafran Real Estate	16.5	16	32.5	\$41,924,666
74	Carolyn Sappenfield	RE/MAX Realty Services	21	17	38	\$41,483,288
75	Jeremy Lichtenstein	RE/MAX Realty Services	31	4	35	\$40,916,366

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TOP 150 STANDINGS

Teams and Individuals Closed Date from Jan. 1 – Dec. 31, 2017

Rank	Agent	Office	List #	Sell #	Total #	Total \$
76	Jeffrey Wilson	TTR Sotheby's International Realty	19	18	37	\$40,900,850
77	Louis Chauvin	Compass	5.5	17	22.5	\$40,899,130
78	Norman Domingo	XRealty.net	84	2	86	\$40,681,580
79	Traudel Lange	Washington Fine Properties	17.5	14	31.5	\$40,642,500
80	James C. Peva	Washington Fine Properties	8	7	15	\$39,935,000
81	Laura Mensing	Long & Foster Real Estate	25	16	41	\$39,926,680
82	Kara Sheehan	Washington Fine Properties	10.5	7	17.5	\$39,916,687
83	Jonathan Lahey	RE/MAX Fine Living	44	61	105	\$39,773,595
84	Andrew Riguzzi	Compass	21	25	46	\$39,603,799
85	Anne DiBenedetto	Washington Fine Properties	18	5	23	\$39,452,714
86	Ronald Sitrin	Long & Foster Real Estate	34.5	13	47.5	\$39,224,140
87	Thomas Hennerty	NetRealtyNow.com	92	17	109	\$39,050,930
88	Tina Cheung	RE/MAX Realty Centre	15	68	83	\$39,034,738
89	James Bass	Real Estate Teams	65.5	51	116.5	\$38,964,274
90	Robert Sanders	TTR Sotheby's International Realty	37.5	13	50.5	\$38,957,898

Rank	Agent	Office	List #	Sell #	Total #	Total \$
91	Nancy Itteilag	Washington Fine Properties	13.5	17	30.5	\$38,727,099
92	Loic Pritchett	TTR Sotheby's International Realty	17.5	25	42.5	\$38,563,638
93	Karen Close	Century 21 New Millennium	24.5	12	36.5	\$38,368,049
94	Thomas Paolini	Redfin	13	45	58	\$38,274,258
95	Alecia Scott	Long & Foster Real Estate	31.5	67	98.5	\$38,184,665
96	Mansour Abu-Rahmeh	TTR Sotheby's International Realty	18	39	57	\$38,102,350
97	Ginette R. Winston	Winston Real Estate	28	24	52	\$38,033,000
98	Lisa Sabelhaus	RE/MAX Town Center	48	47	95	\$37,660,710
99	Theresa Valencic	Long & Foster Real Estate	14	8	22	\$37,576,000
100	Anslie Stokes Milligan	McEneaney Associates	27	31	58	\$37,372,381
101	Mynor Herrera	Keller Williams Capital Properties	35	53	88	\$36,911,073
102	Peter Braun	Long & Foster Real Estate	34	32	66	\$36,198,550
103	Seth Turner	Compass	14	40	54	\$35,679,238
104	Elizabeth Twigg	Washington Fine Properties	24	14	38	\$35,645,617
105	Jason Townsend	Keller Williams Capital Properties	36	26	62	\$35,523,450

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TOP 150 STANDINGS

Teams and Individuals Closed Date from Jan. 1 – Dec. 31, 2017

Rank	Agent	Office	List #	Sell #	Total #	Total \$
106	Frederick Roth	Washington Fine Properties	10.5	10	20.5	\$35,268,200
107	Elizabeth Lavette	Washington Fine Properties	12	9	21	\$35,003,750
108	Judy Cranford	Cranford & Associates	11.5	31	42.5	\$34,284,900
109	Alyssa Crilley	Washington Fine Properties	16	12	28	\$34,268,450
110	Elizabeth Brent	Keller Williams Capital Properties	56	2	58	\$33,925,959
111	Avi Galanti	Compass	16.5	20	36.5	\$33,565,976
112	Steven Wydler	Wydler Brothers	16	9	25	\$33,465,700
113	Elizabeth Conroy	Keller Williams Realty	20	19	39	\$33,353,114
114	Tim Barley	RE/MAX Allegiance	7.5	29	36.5	\$33,321,876
115	Delilah Dane	Redfin	50	1	51	\$33,189,700
116	Maxwell Rabin	TTR Sotheby's International Realty	17.5	11	28.5	\$33,140,150
117	Christine Garner	Weichert, Realtors	27	13	40	\$33,107,300
118	Todd Vassar	Compass	11	30	41	\$32,916,305
119	Marsha Schuman	Washington Fine Properties	11	6	17	\$32,828,950
120	Robert Carter	Century 21 Redwood Realty	30	18	48	\$32,811,201

Rank	Agent	Office	List #	Sell #	Total #	Total \$
121	Michael Matese	Long & Foster Real Estate	24.5	8	32.5	\$32,734,006
122	Timothy Brooks	Keller Williams Realty Centre	46	66	112	\$32,514,890
123	Juan Umanzor	Long & Foster Real Estate	32.5	79	111.5	\$32,261,962
124	James Grant	Keller Williams Capital Properties	16	27	43	\$32,113,750
125	Bradley Rozansky	Long & Foster Real Estate	31	7	38	\$31,983,000
126	Jennifer Knoll	TTR Sotheby's International Realty	17.5	8	25.5	\$31,646,600
127	Lee Murphy	Washington Fine Properties	17	22	39	\$31,544,641
128	Anne Killeen	Washington Fine Properties	20.5	6	26.5	\$31,542,850
129	Anne Weir	Washington Fine Properties	8	7	15	\$31,447,500
130	Mehrnaz Bazargan	Redfin	56	2	58	\$31,294,349
131	Joshua Ross	RE/MAX Realty Services	21.5	20	41.5	\$31,293,785
132	Kenneth Abramowitz	RE/MAX Town Center	32	46	78	\$31,066,204
133	George Koutsoukos	Long & Foster Real Estate	4	17	21	\$31,040,500
134	Bryan Kerrigan	Redfin	68.5	0	68.5	\$31,027,340
135	Susan Ellis	RE/MAX Realty Centre	37	21	58	\$30,920,909

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TOP 150 STANDINGS

Teams and Individuals Closed Date from Jan. 1 – Dec. 31, 2017

Rank	Agent	Office	List #	Sell #	Total #	Total \$
136	Christine Rich	Long & Foster Real Estate	19	18	37	\$30,787,900
137	Eric Murtagh	Evers & Company Real Estate	18.5	2	20.5	\$30,718,260
138	Sheena Saydam	Keller Williams Capital Properties	23	42	65	\$30,682,301
139	Marjorie Dick Stuart	W.C. & A.N. Miller, Realtors, A Long & Foster Co.	20	10	30	\$30,487,750
140	Michael Lederman	Keller Williams Capital Properties	44	1	45	\$30,378,025
141	Joan Cromwell	McEneaney Associates	12	23	35	\$30,374,600
142	Robert Jenets	Stuart & Maury	17.5	12	29.5	\$30,135,000
143	Megan Fass	Frankly Real Estate	13.5	24	37.5	\$30,008,396
144	Marshall Carey	Redfin	46	3	49	\$29,874,112
145	Susan Maguire	Washington Fine Properties	14	10	24	\$29,785,350
146	Greta Nicoletti	Long & Foster Real Estate	17	3	20	\$29,755,300
147	Pamela Wye	Compass	19	25	44	\$29,676,400
148	Robert Ferguson	RE/MAX Allegiance	21	16	37	\$29,468,219
149	John Shafran	Yeonas & Shafran Real Estate	14	2	16	\$29,431,098
150	Thomas Buerger	Compass	21	26	47	\$29,314,131

Disclaimer: Information based on reported numbers to MLS as of January 10, 2018. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. D.C. Metro Real Producers does not compile this data nor claim responsibility for the stats reported to/by MLS. Data may vary up to three percent.

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